

Report 1  
29-Mar-95

WAIS, Inc.  
FY1995 Income Statement Forecast

	Actual												
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<b>REVENUE</b>													
Products	\$137,000	\$163,750	\$334,883	\$38,500	\$184,445	\$152,500	\$36,000	\$83,450	\$230,887	\$100,000	\$150,000	\$150,000	\$1,761,415
Government Contract	2,062	1,237	139,186	15,047		81,354	32,414	7,616	21,000	25,000	25,000	25,000	374,916
Production Services	50,000	20,000	68,000	26,900	70,400	53,850	41,533	113,100	238,000	200,000	300,000	300,000	1,481,783
International			100,000										100,000
<b>Support &amp; Maintenance</b>										15,000	15,000	15,000	45,000
Total Revenue	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114
			1,016,118			622,996			804,000			1,320,000	3,763,114
<b>COST OF GOODS SOLD</b>					41,850		15,000	15,000	15,000	30,000	30,000	30,000	176,850
<b>GROSS MARGIN</b>	189,062	184,987	642,069	80,447	212,995	287,704	94,947	189,166	474,887	310,000	460,000	460,000	3,586,264
	100%	100%	100%	100%	84%	100%	86%	93%	97%	91%	94%	94%	95%
Marketing & Sales	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739
Washington Office	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062
Production Services	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518
Operations							16,175	16,190	15,300	13,067	26,700	14,700	102,132
Development	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038
G&A	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828
Total Expenses	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318
<b>Net Operating Income(Loss)</b>	141,814	112,492	543,087	(71,059)	19,565	51,733	(121,721)	(30,566)	172,338	(55,107)	78,681	116,693	957,946
													25%
Interest Income ( Expense)	342	354	381	688	(605)	379	555	410	(656)	(875)	(875)	(875)	(777)
Pretax Income(Loss)	142,156	112,846	543,468	(70,371)	18,960	52,112	(121,166)	(30,156)	171,681	(55,982)	77,806	115,818	957,169
other					1,450								1,450
Income Taxes	62,549	49,652	239,126	(20,963)	8,342	22,929	(53,313)	(13,269)	75,540	(24,632)	34,235	50,960	431,154
<b>NET INCOME(LOSS)</b>	\$79,607	\$63,193	\$304,342	(\$49,408)	\$9,167	\$29,183	(\$67,853)	(\$16,888)	\$96,142	(\$31,350)	\$43,571	\$64,858	\$524,565

236

29-Mar-95

## FY1995 Balance Sheet Forecast

AR Days	Actual												
	Jun-94	31 Jul-94	37 Aug-94	24 Sep-94	121 Oct-94	36 Nov-94	46 Dec-94	119 Jan-95	62 Feb-95	33 Mar-95	40 Apr-95	40 May-95	40 Jun-95
Current Assets													
Cash	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,720	\$82,510	\$200,409
Accounts Receivable	\$101,023	196,910	225,500	514,026	323,954	307,525	439,172	434,721	420,363	538,876	453,333	653,333	653,333
Deposits & Prepaids	5,875	2,395	2,395	41,058	29,389	35,427	26,080	52,086	62,493	47,493	47,493	47,493	47,493
Total Current Assets	241,239	390,780	428,989	876,351	777,932	780,634	822,580	693,920	615,876	798,205	744,547	783,336	901,235
Fixed Assets													
Furniture & Improvements	4,741	4,741	4,741	9,064	9,064	28,339	32,867	36,198	39,023	60,023	60,023	60,023	60,023
Equipment & Software	81,776	87,403	95,621	95,621	115,836	150,122	153,537	181,069	189,808	196,808	223,438	259,938	270,638
Production Services	3,301	3,301	3,301	7,670	7,670	11,794	11,794	16,519	23,982	62,982	70,082	85,082	85,082
Accumulated Depreciation	(30,053)	(32,651)	(35,479)	(38,499)	(42,081)	(46,241)	(51,236)	(57,232)	(63,768)	(73,884)	(84,938)	(97,422)	(110,203)
Net Fixed Assets	\$59,765	\$62,794	\$68,184	\$73,856	\$90,489	\$144,014	\$146,962	\$176,554	\$189,045	\$245,929	\$268,605	\$307,621	\$305,540
Other Assets	3,815	3,735	3,656	3,577	3,497	3,418	3,338	3,259	3,179	3,815	3,815	3,815	3,815
Total Assets	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
\$94													
Current Liabilities													
Accounts Payable	114,206	\$124,559	\$54,953	\$50,121	\$50,235	\$135,977	\$132,479	\$147,400	\$106,832	\$100,000	\$100,000	\$100,000	\$100,000
Accounts Receivable Line													
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711								
Deferred Revenue	79,235	79,235	79,235					7,100	7,100	7,100	7,100	7,100	7,100
Accrued Income Taxes	6,100	68,648	118,580	345,141	312,569	322,518	341,647	288,333	280,174	355,714	331,082	365,316	416,276
A/R Line of Credit										75,000	100,000	100,000	100,000
Current Portion of Leases													
Total Current Liabilities	248,252	321,153	301,479	443,973	411,515	458,495	474,126	442,833	394,106	537,814	538,182	572,416	623,376
Equipment Leases													
Shareholders' Equity:													
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Current Year Income (Loss)	31,187	79,607	142,801	447,143	397,735	406,903	436,086	368,232	351,345	447,486	416,136	459,708	524,565
Retained Earnings (Deficit)	380	31,549	31,549	37,668	37,668	37,668	37,668	37,668	37,649	37,649	37,649	37,649	37,649
Total Equity	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
Total Liabilities & Equity	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
Quick Ratio (Cash + AR/Curr Liab)													
Tangible Net Worth	0.95	1.21	1.42	1.88	1.82	1.63	1.68	1.45	1.40	1.40	1.30	1.29	1.37
Debt/Tangible Net Worth	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
	4.4	2.4	1.5	0.9	0.9	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.1

Company-Wide Expenses  
FY1995

	Actuals														1994
	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total	Total
Salaries	44,435	28,719	30,634	15,623	50,041	54,185	75,962	95,880	110,095	128,612	184,471	208,696	195,708	1,178,627	356,079
Payroll Taxes	3,371	868	685	7,158	3,547	4,801	4,509	11,317	12,118	13,328	18,501	20,681	19,512	117,027	30,068
Medical Insurance	1,718	<b>1,351</b>	<b>1,440</b>	<b>3,101</b>	<b>2,002</b>	<b>1,821</b>	<b>2,326</b>	<b>2,744</b>	<b>4,358</b>	<b>4,106</b>	<b>5,782</b>	<b>6,696</b>	<b>6,306</b>	42,033	11,108
Consulting	8,825	4,663	9,213	26,868	37,150	72,616	72,510	33,660	18,942	19,250	12,250	6,000	12,250	325,373	89,050
Recruiting		<b>0</b>	<b>49</b>	<b>1,184</b>	<b>9,625</b>	<b>6,422</b>	<b>6,607</b>	<b>6,382</b>	<b>7,074</b>	<b>4,500</b>	<b>9,000</b>	<b>14,000</b>	<b>8,000</b>	72,843	
Travel	9,944	0	2,388	12,191	10,783	9,504	18,942	17,704	11,399	18,500	18,500	18,500	18,500	156,911	41,807
Training		0	-33	256	812	0	100	0	0	0	0	0	0	1,135	
Depreciation		2,598	2,748	3,020	3,582	4,066	4,995	5,927	6,467	10,116	11,053	12,484	12,781	79,838	4,000
Equipment Rent/Lease	484	455	975	1,028	1,739	272	2,244	469	997	500	500	500	500	10,179	3,932
Equipment/Software	970	0	1,076	1,594	1,739	4,382	635	1,006	224	2,200	2,200	2,200	2,200	19,456	32,766
Network access	219	0	2,371	1,185	3,337	20	100	1,629	931	1,600	2,600	2,600	2,600	18,973	2,534
Computer supplies	1,158	131	411	522	1,048	1,140	1,665	582	1,378	1,850	1,850	1,850	1,850	14,277	18,545
Other		827	1,017	532	4,245	-476	-2,444	836	1,474	30,100	5,100	800	800	42,811	
														0	
Marketing/Sales Only	3,659													0	10,214
Commissions		<b>2,000</b>	<b>1,700</b>	<b>6,699</b>	<b>1,308</b>	<b>9,897</b>	<b>13,254</b>	<b>11,078</b>	<b>13,308</b>	<b>24,494</b>	<b>17,000</b>	<b>24,500</b>	<b>24,500</b>	149,738	
Advertising		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	0	
Seminars		100	0	249	0	0	0	0	995	0	0	0	0	1,344	
Public Relations		<b>0</b>	<b>27</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,294</b>	<b>445</b>	<b>6,228</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	7,994	
Direct Mail		<b>0</b>	<b>0</b>	<b>0</b>	<b>975</b>	<b>0</b>	<b>(975)</b>	<b>0</b>	<b>154</b>	<b>0</b>	<b>0</b>	<b>25,000</b>	<b>0</b>	25,154	
Trade Shows		0	0	0	0	3,230	5,931	6,445	1,353	0	7,500	0	0	24,459	
Collateral Development		0	0	0	0	0	4,994	0	498	0	25,000	0	0	30,492	
Collateral		0	0	0	0	0	0	1,196	0	5,000	5,000	5,000	5,000	21,196	
Advertising		308	375	0	0	716	0	0	0	0	0	0	0	1,399	
G&A Only														0	
Office Rent	3,480	3,480	4,140	5,179	5,800	5,310	7,147	6,854	7,104	18,093	12,500	12,500	12,500	100,607	36,240
Office Supplies	1,430	781	3,910	3,615	5,072	3,863	2,260	1,860	2,535	3,000	3,000	3,000	3,000	35,896	22,226
Office Maintenance		80	1,431	1,086	1,484	353	2,038	309	334	150	150	150	150	7,715	
Postage & Delivery	254	10	706	488	287	2,086	682	2,214	1,971	1,150	1,150	162	1,150	12,056	5,000
Telephone	3,179	742	4,766	4,722	4,449	5,349	8,621	5,497	7,694	7,500	7,500	7,500	7,500	71,840	31,819
Equipment Repair		0	0	184	0	170	0	0	521	250	250	250	250	1,875	
Bank Charges		0	0	0	0	0	0	0	0	150	150	150	150	600	
Dues & Subscriptions		0	66	0	0	0	0	0	0	100	100	100	100	466	
Legal & Accounting	1,262	<b>135</b>	<b>2,400</b>	<b>2,060</b>	<b>2,310</b>	<b>2,003</b>	<b>1,744</b>	<b>2,022</b>	<b>1,500</b>	<b>8,000</b>	<b>8,000</b>	<b>8,000</b>	<b>8,000</b>	46,174	14,736
Casualty Insurance		0	0	0	0	-87	0	0	0	0	6,000	0	0	5,913	
Meetings		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,787</b>	<b>830</b>	<b>612</b>	<b>80</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	3,309	
Property Tax		<b>0</b>	<b>0</b>	<b>438</b>	<b>171</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	609	
	1,077	0	0	0	0	0	0	0	0	0	0	0	0	0	4,991
	85,465	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318	715,115
														0	
Marketing & Sales		5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739	
Washington Office		5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062	
Development		15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038	
Operations		0	0	0	0	0	0	16,175	16,190	15,300	13,067	26,700	14,700	102,132	
Publishing		6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518	
G&A		15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828	
		47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318	0
Accounts payable (see bold items above)		5,595	19,125	25,710	33,604	36,869	40,605	35,522	46,461	62,900	68,582	100,996	69,606		

Report 4  
29-Mar-95

**Marketing & Sales Expenses**  
**FY1995**

		Actuals												Total
		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Salaries		1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	40,749	279,856
Payroll Taxes	9.0%	663	-401	2,175	906	1,814	332	2,730	3,958	3,082	3,667	3,667	3,667	26,262
Medical Insurance	3.0%	89	89	89	275	182	575	1,216	1,247	1,027	1,222	1,222	1,222	8,457
Consulting					4,000	7,940	10,019	3,610						25,569
Recruiting			49	16		15			596					676
Travel			1,932	4,974	1,672	8,046	11,763	10,264	2,701	10,000	10,000	10,000	10,000	81,352
Training			-33	256	812									1,035
Depreciation					641	681	1,219	1,486	1,653	1,300	1,300	1,300	1,300	10,880
Equipment Rent/Lease		86	273	514	1,356									2,229
Equipment/Software				589			125							714
Network access			652											652
Computer supplies			311			67			364					742
Other		98	38	597	2,738	699	1,128	966	275					6,539
<b>Marketing\Sales Only</b>														
Commissions		2,000	1,700	6,699	1,308	9,897	13,254	11,078	13,308	24,494	17,000	24,500	24,500	149,738
Seminars		100		249					995					1,344
Public Relations			27				1,294	445	6,228					7,994
Direct Mail					975		-975		154			25,000		25,154
Trade Shows						3,230	5,931	6,445	1,353		7,500			24,459
Collateral Development							4,994		498		25,000			30,492
Collateral								1,196		5,000	5,000	5,000	5,000	21,196
Advertising		308	375			716								1,399
<b>Total</b>														
		5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739
					63,697	114,066			598				was Increase(decrease)	

**Report 4A**  
29-Mar-95

**Marketing & Sales Salaries**  
**FY1995**

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$60,000	VP Sales & Mktg	Bruce Gilliat				5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$20,000	Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	23,328
\$48,000	VAR Mgr	Cindy Miller				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$65,000	Product Mktng Mgr	TBH													
\$40,000	Telesales Rep	Kevin Cronin/TBH		1,000	2,000	2,000	2,000	2,000	2,331	3,750	3,333	3,333	3,333	3,333	28,414
\$30,000	Telesales Rep	TBH										2,500	2,500	2,500	7,500
\$48,000	Federal Sales Rep	TBH										4,000	4,000	4,000	12,000
\$48,000	Online Sales	Larry Steinberg				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$75,000	Marcom Mgr	TBH Lori Nelson								6,250	6,250	6,250	6,250	6,250	31,250
\$35,000	Marketing Support	Dia Chenney						2,500	2,500	2,500	2,917	2,917	2,917	2,917	19,167
\$80,000	Business Development	John Duhring							6,667	6,667	6,667	6,667	6,667	6,667	40,000
	Temps/Misc					-167			1364						1,197
	Total		1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	40,749	279,856
	Commission Rate		2%	2%	2%	3.0%	4.0%	4.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
	<b>Contractors</b>														
	Darryl Daugherty & Other							1,519	360						1,879
	Mat Garr/John Graham					4,000		2,000							6,000
	Lori Nelson						6,500	6,500	3,250						16,250
	Ken Toyama	datasheet					1,000								1,000
	Judith Baker	datasheet					440								440
						4,000	7,940	10,019	3,610						25,569

Commision Rate Calculation

	Quota	Full Quota Comp	Base	Commission	Rate
Telesales rep	1,000,000	64,000	24,000	40,000	4%
Var Manager	1,200,000	96,000	48,000	48,000	4%
Inside SalesRep	1,200,000	96,000	48,000	48,000	4%
Telesales 2	1,000,000	64,000	24,000	40,000	4%
Federal Sales	1,200,000	96,000	48,000	48,000	4%
	5,600,000	416,000	192,000	224,000	
VP Sales		172,000	60,000	112,000	2%
	5,600,000	588,000	252,000	336,000	6.0%

Report 3  
29-Mar-95

WAIS, Inc.  
FY1995 Sources & Uses of Cash Forecast

A/R Days:

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<i>Beginning Cash Balance</i>	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,721	\$82,510	\$134,341
<i>Sources of Cash</i>													
Revenues	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114
Less accounts receivable increases	(95,887)	(28,590)	(288,526)	190,072	16,429	(131,647)	4,451	14,358	(118,513)	85,542	(200,000)		(552,310)
Accounts Receivable Line													
Current Liability Increases	72,901	(19,674)	142,494	(32,458)	46,980	15,631	(31,293)	(48,727)	143,708	368	34,235	50,960	375,124
Retained Earnings Changes			6,119					(19)					6,100
Paid in Capital Increases													
<b>Total Sources</b>	<b>166,076</b>	<b>136,723</b>	<b>502,156</b>	<b>238,061</b>	<b>318,254</b>	<b>171,688</b>	<b>83,105</b>	<b>169,778</b>	<b>515,082</b>	<b>425,910</b>	<b>324,235</b>	<b>540,960</b>	<b>3,592,028</b>
<i>Uses of Cash</i>													
Operating expenses	46,906	72,141	98,601	150,818	194,035	235,592	216,113	219,322	303,206	365,982	382,194	344,182	2,629,095
Less Depreciation	(2,598)	(2,828)	(3,020)	(3,582)	(4,150)	(4,995)	(5,998)	(6,536)	(10,116)	(11,053)	(12,484)	(12,781)	(80,150)
Cost off Sales					41,850		15,000	15,000	15,000	30,000	30,000	30,000	176,850
Other					1,449								1,449
Income taxes	62,549	49,652	239,126	(20,963)	8,342	22,929	(53,313)	(13,269)	75,540	(24,632)	34,235	50,960	431,154
Deposits & Prepaids Increases	(3,480)		38,663	(11,668)	6,038	(9,347)	26,006	10,407	(15,000)				41,618
Furniture			4,323		19,275	4,528	3,331	2,825	21,000				55,282
Equipment & Software	5,627	8,218		20,215	34,286	3,415	27,532	8,739	7,000	26,630	36,500	10,700	188,862
Production Services Assets			4,369		4,124		4,725	7,463	39,000	7,100	15,000		81,781
Other Asset Increases	(62)	(79)	(79)	(80)	(79)	(80)	(79)	(80)	636				18
<b>Total Uses</b>	<b>108,942</b>	<b>127,104</b>	<b>381,983</b>	<b>134,739</b>	<b>305,161</b>	<b>252,042</b>	<b>233,319</b>	<b>243,872</b>	<b>436,265</b>	<b>394,027</b>	<b>485,445</b>	<b>423,061</b>	<b>3,525,960</b>
<i>Ending Cash Balance</i>	<b>\$191,475</b>	<b>\$201,094</b>	<b>\$321,267</b>	<b>\$424,589</b>	<b>\$437,682</b>	<b>\$357,328</b>	<b>\$207,113</b>	<b>\$133,020</b>	<b>\$211,837</b>	<b>\$243,721</b>	<b>\$82,510</b>	<b>\$200,409</b>	<b>\$200,409</b>

**3/29/95**

**Washington Expenses  
FY1995**

		Actual												
		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<b>Department direct</b>														
Salaries		4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
<b>Contractors</b>														
Total salaries & contractors		4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
Payroll Taxes	9%	367	367	358	383	313	349	1,001	702	743	743	1,305	1,305	7,936
Medical Insurance	6%	245	245	613	306	306	306	58	670	495	495	870	870	5,479
Total insurance & taxes		612	612	971	689	619	655	1,059	1,372	1,238	1,238	2,175	2,175	13,415
<b>Department overhead</b>														
Recruiting					788	184	169							1,141
Travel				851	335	253	1,710	152	465	2,000	2,000	2,000	2,000	11,766
Training														
Depreciation							126	194	256					576
Equipment Rent/Lease						95								95
Equipment/Software					271			19		150	150	150	150	890
Network access				35	35			70		500	500	500	500	2,140
Computer supplies							438	134	296	100	100	100	100	1,268
Other		469				140	1		19	100	100	100	100	1,029
Office Rent					1,000	250	1,554	1,554	1,554	1,500	1,500	1,500	1,500	11,912
Office Supplies							177	176	275					628
Office Maintenance/security														
Postage & Delivery								93	125	150	150	150	150	818
Telephone							371	740	694	500	500	500	500	3,805
Equipment Repair									40					40
Dues & Subscriptions														
Total department overhead		469		886	2,429	922	4,546	3,132	3,724	5,000	5,000	5,000	5,000	36,108
		5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062
	Cummulative				25,294	30,918								
									-222			was		
												Increase (decrease)		

**Report 6A**  
**29-Mar-95**

**Washington Salaries**  
**FY1995**

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
60,000	Manager	Kevin Oliveau	4,083	4,083	5,459	5,000	4,083	5,000	5,000	5,000	5,000	5,000	5,000	5,000	57,708
39,000	Engineer	Norm						2,831	3,250	3,250	3,250	3,250	3,250	3,250	22,331
50,000	Engineer	TBH											4,167	4,167	8,333
25,000	Administration	TBH											2,083	2,083	4,167

Total			4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
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Report 5  
29-Mar-95

Production Services Expenses  
FY1995

	Actuals								Mar-95	Apr-95	May-95	Jun-95	Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95					
<b>Department Direct</b>													
Salaries	4,333	4,667	5,000	11,667	16,747	21,882	10,625	18,072	25,472	38,638	56,572	43,583	257,257
Consulting	580	530	10,680	9,059	45,207	19,015	6,800	0	2,000	2,000	2,000	2,000	99,871
Total salaries + contractors	4,913	5,197	15,680	20,726	61,954	40,897	17,425	18,072	27,472	40,638	58,572	45,583	357,128
Payroll Taxes	9.0%	842	-43	1,848	383	771	-429	813	1,383	2,292	3,477	5,091	20,352
Medical Insurance	3.0%	498	499	499	499	499	587	169	727	764	1,159	1,697	8,905
Total insurance + taxes		1,340	456	2,347	882	1,270	158	982	2,110	3,057	4,637	6,789	29,257
<b>Department Overhead</b>													
Recruiting			1,000	5,990		3,380			2,500	4,000	2,000	8,000	26,870
Travel		456	2,013	4,750	359	4,186	1,983	3,360	3,000	3,000	3,000	3,000	29,107
Training													0
Depreciation	92	126	248	248	328	328	312	427	1,750	1,947	2,363	2,363	10,532
Equipment Rent/Lease	25	0		16		2,147	23						2,211
Equipment/Software		820	1,005	0	52								1,877
Network access	0	534	1,052	870	0			65					2,521
Computer supplies			311	514	0	396		241	500	500	500	500	3,462
Other				350		882	87	235					1,554
Total department overhead	117	1,936	5,629	12,738	739	11,319	2,405	4,328	7,750	9,447	7,863	13,863	78,134
													0
													0
													0
													0
	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518
			37,614	71,960							was		
											increase (decrease)		

Report 5A  
29-Mar-95

Production Services Salaries  
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$80,000	VP Publishihg	John Duhring				6,667	6,667	6,667	transferred to sales & marketing						20,000
\$80,000	Production Manager	TBH Pat Greer									2,000	5,333	6,667	6,667	20,667
\$57,000	Production Manager	Meikle Syme-Hall					3,000	4,750	4,750	4,750	4,750	4,750	4,750	4,750	36,250
\$45,000	Systems Admin	Kevan Garrett					2,080	3,750	transferred to operations						5,830
\$60,000	Information Engineer	Dan Aronson	4,333	4,667	5,000	5,000	5,000	ops				5,000	5,000	5,000	44,000
\$58,000	Human Interface Engineer	Claude Devarenne						1,715	4,833	4,833	4,833	4,833	4,833	4,833	30,715
\$58,000	Human Interface Engineer	TBH										4,833	4,833	4,833	14,500
\$65,000	Information Engineer	TBH Goang											12,000	5,417	17,417
\$55,000	Information Engineer	TBH John Sweet									5,400	5,400	4,583	4,583	19,967
\$65,000	Information Engineer	TBH											5,417	5,417	10,833
\$25,000	User Testing Coordinator	Aneesa Sen Akela	0						1,041	2,083	2,083	2,083	2,083	2,083	11,458
									0	0	0	0	0	0	0
	Information Engineer	Peter Graf							0	6,405	6,405	6,405	6,405	0	25,620
									0	0	0	0	0	0	0
									1	0	0	0	0	0	1
															0
	Total		4,333	4,667	5,000	11,667	16,747	21,882	10,625	18,072	25,472	38,638	56,572	43,583	257,257
		Cummulative			14,000										
								0							
	<b>Consultants</b>														
	CMP	Keira B.			4,000	5,000	15,000	3,600	see development						27,600
	CMP	Terry/Tara			4,000	1,000	3,760				2,000	2,000	2,000	2,000	16,760
	DJ/Reuters	Claude					5,410	6,600							12,010
		Aneesa				709	902	1,595							3,206
	Reuters	Peter Graf					6,800	6,800	6,800						20,400
	other		580	530	2,680	2,350		420							6,560
	CMP	Mitra/TBH					13,335								13,335
			580	530	10,680	9,059	45,207	19,015	6,800	0	2,000	2,000	2,000	2,000	99,871

**Report 6**  
**29-Mar-95**

**Development Expenses**  
**FY1995**

	Actuals												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
<b>Department Direct</b>													
Salaries	7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198
Contractors	4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658
Total salaries + contractors	11,583	11,583	22,371	27,137	21,167	50,750	34,977	28,021	39,099	69,417	61,750	68,000	445,855
Payroll Taxes	9.0%	886	261	1,142	991	635	1,279	1,199	2,416	5,505	5,378	5,378	25,751
Medical Insurance	3.0%	178	178	178	355	266	211	303	716	805	1,835	1,793	8,610
Total insurance & taxes		1,064	439	1,320	1,346	948	1,582	1,915	3,222	7,340	7,170	7,170	34,362
<b>Department overhead</b>													
Recruiting			168	2,847	6,223	3,058	6,382	6,478	2,000	5,000			32,156
Travel			1760	3,512	781		1,778	2,491	500	500	500	500	12,322
Training													
Depreciation	2,506	2,543	2621	2,542	1,962	2,426	2,668	2,668	5,467	6,207	7,221	7,518	46,348
Equipment Rent/Lease	119	156	119	133	17		119	869	500	500	500	500	3,532
Equipment/Software		150		771	4,330	510	987		500	500	500	500	8,748
Network access		533	98	2,432		100	199		100	100	100	100	3,762
Computer supplies			41	195	540	482		190	750	750	750	750	4,448
Other			-250	58	16	64	298	319					505
Total dept overhead	2,625	3,382	4,557	12,490	13,869	6,640	12,431	13,015	9,817	13,557	9,571	9,868	111,821
	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038
Cummulative			58,926	99,898	135,882						Was		
											Increase (Decrease)		

**Report 6A**  
**29-Mar-95**

**Development Contractors**  
**FY1995**

	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Protocols Maint.	Margaret St Pierre	4,083	4,083	6,250	6,250	6,250	18,750	6,250	6,250	4,000			6,250	68,417
General														
Fulcrum	JP Masser				8,356	6,000	16,000	6,000	6,104	6,250	6,250			54,960
Documentation				3,000						2,000	2,000	2,000	2,000	11,000
Acting Development Mgr	Keira Bromberg							6,000						6,000
unlocated					281									281
Total		4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658

**Report 6B**  
**29-Mar-95**

**Development Salaries**  
**FY1995**

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$100,000	VP Development	TBH Edy Henderson									758	8,333	8,333	8,333	25,758
\$75,000	Senior Engineer	Harry Morris	4,167	4,167	6,250	4,167	4,167	11,250	6,250	6,250	6,250	6,250	6,250	6,250	71,668
\$57,000	Engineer	Will Tuthill				4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	42,750
\$68,000	Support Engineer	Ben Lai/Tom Ajaye	3,333	3,333	3,333	3,333					6,967	5,667	5,667	5,667	37,299
\$56,000	Engineer	Marion Esanu							5,727	4,667	4,667	4,667	4,667	4,667	29,060
\$70,000	Engineer	TBH Georgios Papadopoulos										13,000	5,833	5,833	24,667
\$83,000	Engineer	TBH Dilip G.									3,458	6,917	6,917	6,917	24,208
\$70,000	Engineer	TBH Chris Toomy										5,833	5,833	5,833	17,500
\$70,000	Engineer	TBH Jeff Susna										2,917	5,833	5,833	14,583
\$50,000	Support Engineer	TBH													
\$68,000	Engineer (SBIR Project)	TBH										2,833	5,667	5,667	14,167
		TBH													
Misc					3,538										3,538
Total			7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198

Report 6  
29-Mar-95

Operations Expenses  
FY1995

		Actuals												Total
		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Department Direct														
Salaries								8,750	8,750	8,750	8,542	10,000	10,000	54,792
Contractors								5,000	5,000	3,000				13,000
Total salaries + contractors								13,750	13,750	11,750	8,542	10,000	10,000	67,792
Payroll Taxes		9.0%						670	670	788	769	900	900	4,696
Medical Insurance	3.0%							270	264	263	256	300	300	1,653
Total insurance & taxes								940	934	1,050	1,025	1,200	1,200	6,349
Department overhead														
Recruiting												12,000		12,000
Travel														
Training														
Depreciation								302	395	500	500	500	500	2,697
Equipment Rent/Lease								113	128					241
Equipment/Software										500	500	500	500	2,000
Network access								1,070	951	1,000	2,000	2,000	2,000	9,021
Computer supplies										500	500	500	500	2,000
Other									32					32
Total dept overhead								1,485	1,506	2,500	3,500	15,500	3,500	27,991
Cummulative								16,175	16,190	15,300	13,067	26,700	14,700	102,132

**Report6A**  
**29-Mar-95**

**Operations Contractors**  
**FY1995**

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Jean Christofferson							5,000	5,000	3,000				13,000

Total							5,000	5,000	3,000				13,000
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**Report 6B**  
**29-Mar-95**

**Operations Salaries**  
**FY1995**

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$40,000	Director of Ops	TBH										3,333	3,333	3,333	10,000
\$45,000	System Admin	Kevan Garrett							3,750	3,750	3,750	3,750	3,750	3,750	22,500
\$57,000	System Admin	Dan Aronson							5,000	5,000	5,000				15,000
\$35,000	System Admin	TBH										1,458	2,917	2,917	7,292

Total							8,750	8,750	8,750	8,542	10,000	10,000		54,792
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**Report 7**  
**29-Mar-95**

**G&A Expenses**  
**FY1995**

	Actuals												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Salaries	11,136	11,717	(11,624)	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985
Payroll Taxes	16.0%	(1,890)	501	1,635	884	1,221	3,622	4,824	4,206	4,007	4,340	4,340	32,030
Medical Insurance	3.0%	341	429	1,722	567	568	647	728	734	751	814	814	8,929
Consulting		4,600	6,938	9,204	7,219	8,726		1,588	2,000	2,000	2,000	2,000	46,275
Recruiting													
Travel			2,593	514	65	1,283	3,527	2,382	3,000	3,000	3,000	3,000	22,364
Training						100							100
Depreciation		79	151	151	1,095	896	965	1,068	1,100	1,100	1,100	1,100	8,805
Equipment Rent/Lease	225	546	395	234	160	97	214						1,871
Equipment/Software		106		697				224	1,050	1,050	1,050	1,050	5,227
Network access		652			20		290	(85)					877
Computer supplies	131	100	170	339	533	349	448	287					2,357
Other	260	979	185	1,099	(1,331)	(4,519)	(515)	594	30,000	5,000	700	700	33,152
<b>G &amp; A ONLY</b>													
Office Rent	3,480	4,140	5,179	4,800	5,060	5,593	5,300	5,550	16,593	11,000	11,000	11,000	88,695
Office Supplies	781	3,910	3,615	5,072	3,863	2,083	1,684	2,260	3,000	3,000	3,000	3,000	35,268
Office Maintenance/security	80	1,431	1,086	1,484	353	2,038	309	334	150	150	150	150	7,715
Postage & Delivery	10	706	488	287	2,086	682	2,121	1,846	1,000	1,000	12	1,000	11,238
Telephone	742	4,766	4,722	4,449	5,349	8,250	4,757	7,000	7,000	7,000	7,000	7,000	68,035
Equipment Repair			184		170			481	250	250	250	250	1,835
Bank Charges									150	150	150	150	600
Dues & Subscriptions		66							100	100	100	100	466
Legal & Accounting	135	2,400	2,060	2,310	2,003	1,744	2,022	1,500	8,000	8,000	8,000	8,000	46,174
Casualty Insurance					(87)					6,000			5,913
Meetings					1,787	830	612	80					3,309
Property Tax			438	171									609
<b>Cummulative</b>													
	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828
				109,383	146,873						was		
											increase(decrease)		

G&A Salaries  
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$105,000 President	Brewster Kahle	7,083	7,083	-16,249			2,500	8,750	8,750	8,750	8,750	8,750	8,750	52,917
\$120,000 COO	TBH													
\$25,500 Exec. Assistant	Judy Chen	1,553	2,134	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	24,937
\$30,000 Office Manager	Dia /Anesa/Vict	2,500	2,500	2,500	2,500	2,500	1,042	1,042	2,500	2,500	2,500	2,500	2,500	27,084
\$60,000 Controller	Mary McCall					2,731	5,000	5,000	5,000	5,000	5,000	5,000	5,000	37,731
\$80,000 CFO	Nick Scharf							6,667	6,667	6,667	6,667	6,667	6,667	40,000
\$25,000 Reception											2,083	2,083	2,083	6,250
									66					66
Total		11,136	11,717	-11,624	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985